

Message Text

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ACTION EUR-12

INFO OCT-01 ISO-00 CIAE-00 EB-08 INR-10 LAB-04 NSAE-00
PA-02 SIL-01 USIA-15 /053 W
-----011570 281126Z /21

R 281022Z MAR 78
FM AMEMBASSY WARSAW
TO USDOC WASHDC
INFO SECSTATE WASHDC 4115
AMCONSUL POZNAN POUCH
AMEMBASSY MOSCOW

UNCLAS SECTION 1 OF 2 WARSAW 2525

COMMERCE FOR BEWT/OEWTD/MURRIN
MOSCOW PASS TO PETER DAHMLow C/O COMMERCIAL OFFICE

EO 11652N/A
TAGS: BEXP, PL
SUBJ: EXPANSION OF THE US PAVILION IN POZNAN

1. BEWT REPRESENTATIVE PETER DAHMLow AND TDC DIRECTOR SCHRAGE
HAD TWO MEETINGS WITH POLISH OFFICIALS THE WEEK OF MARCH
20 IN AN EFFORT TO MAKE ADDITIONAL PROGRESS AND
TO REACH SOME AGREEMENTS ON THE PAVILION EXPANSION PROJECT.

2. ON MARCH 21, WE GAVE BUDIMEX/BUDOPOL A COPY OF USDOC'S
FINAL DESIGN CONCEPT FOR THE EXPANSION. THIS WAS IN REPLY
TO THE BUDIMEX/BUDOPOL PROPOSAL GIVEN US IN FEBRUARY.

3. ON MARCH 22, DAHMLow AND SCHRAGE MET WITH BUDIMEX/BUDOI L
REPRESENTATIVES IN THE TDC. DURING THIS MEETING, WE LEARNED
FOR THE FIRST TIME THEIR ESTIMATE OF THE PROJECT'S COST.
BUDOPOL DIRECTOR KACPRZAK SAID THAT AFTER LOOKING AT OUR
PLANS, WHICH HE ADMITTED WERE NOT SIGNIFICANTLY DIFFERENT
FROM HIS EARLIER PROPOSAL, HE THOUGH THE PROJECT WOULD
COST 20 MILLION ZLOTYS, GIVE OR TAKE 10 PERCENT. KNOWING
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WE HAVE ONLY 6.5 MILLION ZLOTYS TO CONTRIBUTE, HE
ACKNOWLEDGED THAT WE HAD SUBSTANTIAL FINANCIAL PROBLEMS
TO WORK OUT. HE DID NOT EXPRESS ANY CONCERN FROM THE
TECHNICAL POINT OF VIEW. WE REMINDED HIM THAT WE DID NOT SEE
HOW OUR CONTRIBUTION COULD BE INCREASED, EXPLAINING THE
BACKGROUND, ONCE AGAIN, OF THE ALLOCATION OF THESE FUNDS
TWO YEARS AGO FROM EXCESS POLISH CURRENCY.

4. ON MARCH 23, DAHMLow, SCHRAGE, AND THE ENTIRE BUDIMEX/ BUDOPOL CONTINGENT WENT TO POZNAN TO MEET WITH FAIR OFFICIALS AND BRING THEM UP TO DATE, EXPLAIN THE FINANCIAL SITUATION, AND REACH AGREEMENT, WITH EVERYONE PRESENT, THAT THE PROJECT WAS TECHNICALLY FEASIBLE BASED ON USDOC'S FINAL PLAN. NINE POLISH OFFICIALS WERE PRESENT, INCLUDING FAIR DEPUTY DIRECTOR LASKOWSKI AND TECHNICAL DIRECTOR WOZNIAK.

5. IN A PRIVATE MEETING WITH LASKOWSKI AND WOZNIAK BEFORE THE GENERAL MEETING WITH BUDIMEX AND BUDOPOL, LASKOWSKI EXPRESSED SURPRISE AT THE 20 MILLION ZLOTY PRICE TAG. WHEN WE REMINDED HIM THE FAIR HAD EARLIER SAID IT WOULD CONSIDER PARTICIPATING IN THE COST OF THE PROJECT, LASKOWSKI SAID THIS WAS STILL TRUE, BUT SINCE THE FAIR'S SHARE WAS NOW SO GREAT HE DID NOT SEE ANY POINT IN DISCUSSING MONEY AT THE PRESENT MEETING. INSTEAD, HE SUGGESTED, AND WE AGREED, TO CONCENTRATE ON TECHNICAL AND SCHEDULING ASPECTS OF THE PROJECT.

6. AT THE GENERAL MEETING, THE FOLLOWING AGREEMENTS WERE REACHED:

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FM AMEMBASSY WARSAW
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COMMERCE FOR BEWT/OEWTD/MURRIN
MOSCOW PASS TO PETER DAHMLow C/O COMMERCIAL OFFICE

A. THE POLISH SIDE WILL TAKE OUR PLAN AND MAKE ALL
FINAL ARCHITECTURAL DRAWINGS, DETAILED SPECIFI-

CATIONS, AND NECESSARY DOCUMENTATION. THE POLES WILL ALSO OBTAIN ALL NECESSARY CLEARANCES FROM THE POZNA CITY ARCHITECT AND UTILITY FIRMS NORMALLY REQUIRED FOR ANY CONSTRUCTION PROJECT.

B. IN CALCULATING THE FINAL COST, THE POLISH SIDE WILL TAKE INTO ACCOUNT THE MAXIMUM POSSIBLE USE OF EXISTING MATERIALS. THIS INCLUDES THE MATERIALS FROM THE GLASS WALL ON PAVILION 19 WHICH WILL BE TAKEN DOWN AND USED TO EXTEND THE FRONT OF THE NEW PAVILION.

C. THE COST OF PREPARING FINAL DOCUMENTATION, ESTIMATED AT 700,000 ZLOTYS, WILL BE SHARED 50-50 BY US AND THE FAIR AUTHORITY. THE PROJECT CANNOT BEGIN WITHOUT THIS STEP BEING COMPLETED FIRST.

D. ALL DOCUMENTATION PREPARED BY BUDIMEX/BUDOPOL UNCLASSIFIED

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WILL BE PRESENTED FIRST TO THE FAIR AUTHORITIES FOR REVIEW AND CLEARANCE AND THEN TO US FOR FINAL COMMENT. WE BELIEVE THE FAIR IS IN A BETTER POSITION THAN WE TO EVALUATE THE ADEQUACY OF MATERIALS, ARCHITECTURAL CONSIDERATIONS, AND LOCAL CONSTRUCTION CAPABILITIES.

E. LASKOWSKI SAID HE WOULD CALL ANOTHER MEETING BY THE END OF MARCH OR VERY EARLY IN APRIL TO GIVE US A TIMETABLE FOR COMPLETION OF PLANS, SPECIFICATIONS, AND DOCUMENTATION, AND ADVISE WHEN A FINAL COST FIGURE WOULD BE AVAILABLE. IN ADDITION, HE AGREED TO GIVE US A LIST OF MATERIALS THE POLES WOULD USE AND THEIR CONCEPT OF THE TIME NEEDED TO COMPLETE THE ACTUAL CONSTRUCTION.

7. AT THE END OF THE MEETING WE EMPASIZED THE NECESSITY OF HAVING THE NEW PAVILION READY FOR THE 1979 FAIR. WE GAVE LASKOWSKI A COPY OF USDOC'S DRAFT UCEEMENT ON FUTURE USE OF THE PAVILION AND RELATED FINANCIAL ARRANGEMENTS WITH THE FAIR. LASKOWSKI SAID HE THOUGH THE TIMING WAS GOOD. HE SAID HE COULD

NOT CONCEIVE OF PURSUING EXPANSION OF THE PAVILION WITHOUT A SEPARATE AGREEMENT OF THIS SORT. WE ASKED FOR HIS COMMENTS AS EARLY AS POSSIBLE REGARDING THOSE SECTIONS THE FAIR COULD ACCEPT AND THOSE WHICH WOULD REQUIRE FURTHER DISCUSSIONS. HE AGREED TO THIS.

8. COMMENT: THE MEETING IN POZNAN WAS PLEASANT AND
CONSTRUCTIVE, AND WE SEEM TO HAVE TAKEN ANOTHER
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STEP FORWAREW.
ALTHOUGH THE COST ESTIMATE
PRESENTED BY BUDOPOL WOULD APPEAR TO BE A SETBACK,
WE BELIEVE THE FAIR IS AS
INTERESTED AS WE ARE IN EXPANDING THE PAVILION.
NOW THAT THE FAIR MANAGEMENT IS AWARE THAT ITS SHARE IN THE
COST IS ABOUT TWO-THIRDS OF THE TOTAL, WE BELIEVE THEY WILL
TRY TO NEGOTIATE BUDOPOL'S
PRICE DOWNWARD AND MAKE THE GREATESTPOSSIBLE USE OF EXISTING
MATERIALS. OF COURSE, WE MAY NEVER KNOW WHAT ITS
SHARE IS, BUT AS LONG AS THE WORK MEETS OUR CRI-
TERIA, OUR MONEY IS ACCEPTED, AND THE WORK COMPLETED
ON TIME, WE DO NOT THINK THIS IS IMPORTANT. END COMMENT.

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